SUMMARY OF OPERATIONS OF THE BUREAU OF FINANCIAL INSTITUTIONS 2009



BUREAU OF FINANCIAL INSTITUTIONS STATE CORPORATION COMMISSION COMMONWEALTH OF VIRGINIA

SUMMARY OF OPERATIONS OF THE BUREAU OF FINANCIAL INSTITUTIONS 2009

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TABLE OF CONTENTS

| \mathbf{a} | | • | |
|---------------------------------|-----|------|---------------------------|
| | ver | W | $\mathbf{e}^{\mathbf{x}}$ |
| $\mathbf{\mathbf{\mathcal{I}}}$ | 101 | A T. | ~ ** |

| State Corporation Commission |
|---|
| Bureau of Financial Institutions |
| Supervised Institutions |
| Publications |
| Accreditations |
| Memberships and Other Activities |
| Receipts and Disbursements 10 |
| Personnel |
| Organizational Structure |
| Organizational Chart14 |
| Administration and Finance Section |
| Banks and Savings Institutions Section |
| Credit Union Section |
| Consumer Finance Section16 |
| Corporate Structure and Research Section |
| Selected Data for Regulated Entities |
| Banks |
| Deposits in Virginia Bank Offices |
| Consolidated Report of Condition for Virginia State-Chartered Banks |
| Consolidated Report of Income for Virginia State-Chartered Banks |
| Operating Ratios for Virginia State-Chartered Banks 22 |
| Selected Data for Virginia State-Chartered Banks |
| Holding Companies with Bank Subsidiaries Headquartered in Virginia27 |
| Credit Unions |
| Consolidated Report of Condition for Virginia State-Chartered Credit Unions |
| Consolidated Report of Income for Virginia State-Chartered Credit Unions |
| Selected Data for Virginia State-Chartered Credit Unions |
| Payday Lenders |
| Payday Lender Licensee Activity for the Year |
| Consumer Finance |
| Selected Data for Consumer Finance Licensees |

STATE CORPORATION COMMISSION



MARK C. CHRISTIE, Chairman

JUDITH WILLIAMS JAGDMANN

JAMES C. DIMITRI

JOEL H. PECK, Clerk of the Commission

The State Corporation Commission ("SCC") is an independent regulatory agency established by the Virginia Constitution of 1902. The Constitution vested the SCC with judicial, legislative, and executive powers. The SCC acts as a court of record and holds formal hearings when warranted. It can enforce its orders by fines or contempt citations. Its decisions can only be appealed to the Supreme Court of Virginia. The SCC's legislative authority is exercised when it makes rules and promulgates regulations. Its executive authority is exercised in its day-to-day administration.

The SCC's regulatory jurisdiction extends into two main business areas - public utilities and financial services. Public utilities include energy regulation, communications, and railroad and power line safety. Financial services include state-chartered financial institutions, insurance, securities, and retail franchising. In addition, the SCC is the State's central filing office for corporations, partnerships, limited liability companies, business trusts, Uniform Commercial Code financing statements, and federal tax liens.

The SCC is headed by three Commissioners elected by the Virginia General Assembly for six year terms. The terms are staggered in increments of two years in order to provide continuity. Working full time, the Commissioners, also known as judges, direct the work of the SCC with the expertise of a staff of more than 600, organized into 17 divisions.

BUREAU OF FINANCIAL INSTITUTIONS

E. J. Face, Jr., Commissioner

MISSION STATEMENT

To protect the public interest in Virginia by maintaining a safe, sound, and competitive financial services environment, and to foster a positive impact on the Commonwealth's economy through the highest quality supervision and regulation.

The Bureau of Financial Institutions ("Bureau") is one of the 17 divisions of the SCC. The Bureau was established in 1910 to regulate banks. Over time, its regulatory responsibilities were expanded under Title 6.1 of the Code of Virginia to include the regulation of other Virginia-chartered depository and non-depository financial institutions. Regulation consists of chartering and licensing on one hand, and examination, supervision, and enforcement on the other hand. Depository financial institutions are comprised of Virginia-chartered banks and related holding companies, savings institutions and related holding companies, and credit unions. Non-depository institutions consist of trust companies, consumer finance companies, mortgage lenders and brokers, money transmitters, credit counseling agencies, industrial loan associations, payday lenders, and check cashers. Each institution is required to obtain a certificate of authority or a license prior to engaging in business, with the exception of check cashers. Check cashers are required to register with the Bureau.

The Bureau also investigates and responds to consumer complaints. Two full-time employees, supported by legal staff and Bureau management, serve as intermediaries between consumers and regulated financial institutions and licensees. In 2009, the staff received and assisted in resolving 1,000 written complaints, compared with 941 in 2008. In 2009, \$64,247 was refunded to consumers, compared to \$56,644 in 2008. In addition to written complaints, the staff responds to thousands of telephone inquiries. The Bureau also has an outreach program for the purpose of improving the financial literacy of Virginians.

The Bureau is headed by the Commissioner of Financial Institutions and administratively is divided into five sections: (a) Administration and Finance, (b) Banks and Savings Institutions, (c) Credit Unions, (d) Consumer Finance, and (e) Corporate Structure and Research.

In 2009, the Bureau had 96 full-time staff. Fifty-five members of the staff were field examiners and 41 were office staff.

The Bureau's revenue is derived solely from supervision, examination, and licensing fees assessed on regulated financial institutions and licensees pursuant to applicable laws and regulations. For the fiscal year ended June 30, 2009, total receipts amounted to \$11,309,073 and total disbursements were \$13,098,042.

SUPERVISED INSTITUTIONS

At the end of 2009, there were 2,013 financial institutions and licensees under supervision and regulation by the Bureau, compared with 2,471 at the end of 2008. The number of institutions under supervision decreased by 18.5 percent from the previous year. The following list provides a breakdown of supervised financial institutions and licensees for the last two years.

| Type Of Institution | Year-end 2009 | Year-end 2008 |
|---|------------------|------------------|
| Virginia-Chartered Banks | 83 | 82 |
| Bank Holding Companies | 52 | 48 |
| Virginia-Chartered Savings Institutions | 1 | 1 |
| Subsidiary Trust Companies | 3 | 3 |
| Virginia-Chartered Credit Unions | 50 | 51 |
| Consumer Finance Companies | 16 | 18 |
| Industrial Loan Associations | 5 | 5 |
| Money Transmitters | 67 | 69 |
| Check Cashers | 443 | 412 |
| Credit Counseling Agencies | 39 | 38 |
| Payday Lenders | 46 | 69 |
| Mortgage Brokers | 832 | 1,219 |
| Mortgage Lenders | 61 | 75 |
| Mortgage Lenders and Brokers | 315 | 381 |
| Total | 2,013 | 2,471 |

The Bureau has entered into interstate cooperative agreements with other state and federal agencies for the effective regulation of financial institutions and licensees operating across state lines. Virginia-chartered depository institutions and trust companies wishing to establish offices outside Virginia are required to obtain permission from the Virginia State Corporation Commission through the Bureau. These institutions are examined by the Bureau in cooperation with other state and federal agencies.

Most non-depository financial services companies, no matter where they are located, must obtain a Virginia license prior to conducting business in Virginia and are subject to examination by the Bureau. For example, out-of-state mortgage companies, money transmitters, credit counseling agencies, and payday lenders must obtain a Virginia license prior to offering services to Virginia consumers.

PUBLICATIONS

The following publications are produced or made available by the Bureau and are posted on its web site at: http://www.scc.virginia.gov/bfi/index.aspx:

- Weekly Information Bulletin: Lists weekly applications received from depository
 institutions and trust companies for new financial institutions, branches, relocations,
 mergers, acquisitions, and expansion of membership of credit unions; Commission
 approvals/denials of applications, and openings and closings of offices.
- 2. The Virginia State Banker- Periodic regulatory news for Virginia-chartered banks.
- **3.** The Credit Union Reflection- Periodic regulatory news for Virginia-chartered credit unions.
- **4.** The Compliance Connection- Quarterly regulatory news for Virginia mortgage and consumer finance licensees.
- **5.** Payday Press Periodic regulatory news for Virginia licensed payday lenders.
- 6. Annual Report of the Bureau of Financial Institutions for Banks, Credit Unions, Savings Institutions, and Trust Companies- Lists all application filings and status changes during the year and lists authorized institutions at year-end, including each of their authorized locations.
- 7. Annual Report of the Bureau of Financial Institutions for Mortgage Brokers/Lenders, Industrial Loan Associations, Money Transmitters and Credit Counseling Agencies- Lists all application filings and status changes during the year and lists licensees at year-end, including each of their authorized locations.
- 8. Annual Report of the Bureau of Financial Institutions for Consumer Finance Licensees- Lists all application filings and status changes during the year and lists consumer finance licensees at year-end, including each of their authorized locations.
- **9.** Annual Report of the Bureau of Financial Institutions for Payday Lenders and Check Cashers- Lists all application filings and status changes of payday lenders during the year and lists licensees at year-end, including each of their authorized locations for payday lenders; lists check cashers registered at year-end.
- 10. Consumer Publications and Downloadable Consumer Guides Related to Mortgage Loans, Debt Counseling / Debt Settlement / Fair Debt Collection, Payday Loans, and Other Financial Related Information

ACCREDITATIONS

The Bureau is accredited by the Conference of State Bank Supervisors (CSBS) and the National Association of State Credit Union Supervisors (NASCUS). These professional organizations administer accreditation programs for member states. The accreditation programs apply national standards for the regulation of banks and credit unions. Accreditation recognizes the professionalism and proficiency of the Bureau and its staff. In order to ensure maintenance of professionalism, both CSBS and NASCUS review state agencies annually and re-accredit state agencies every five years.

MEMBERSHIPS AND OTHER ACTIVITIES

The Conference of State Bank Supervisors ("CSBS") was founded in 1902. It is the nation's leading advocate for the state banking system, and the only national organization dedicated to advancing the state banking system. The Bureau is an active member of CSBS. As such, the Bureau has the opportunity to attend various training and educational programs and share ideas with banking departments from other states. Commissioner Face is Chairman Emeritus of CSBS, having served as Chairman of the Conference in 2006-2007.

The National Association of State Credit Union Supervisors ("NASCUS") was formed in 1965 by state credit union regulators to ensure the safety and soundness of state-chartered credit unions. The Bureau was a chartering member of the association. NASCUS is the primary resource and voice of the state governmental agencies that charter, regulate, and examine the nation's state-chartered credit unions. NASCUS is dedicated to the promotion of the dual chartering system and the autonomy of state credit union regulatory agencies. NASCUS also provides examiner education programs for state agencies. In addition, NASCUS administers a certification program for state credit union examiners.

The American Association of Residential Mortgage Regulators ("AARMR") was formed in 1989 to promote the exchange of information between state regulators responsible for the licensing and regulation of residential mortgage lenders, mortgage brokers, and mortgage servicing companies; and to promote a better understanding of mortgage regulation. One important function of the association is to provide training to state mortgage regulators. The Bureau was a founding member of AARMR. Commissioner Face is a past two-term President of AARMR. Deputy Commissioner Susan Hancock served on the AARMR Board from 1997 to October 2007 and as President of the association in 2000. She currently chairs AARMR's Finance Committee. Manager of Examinations Nancy Walker has co-chaired AARMR's Training Committee for the past several years.

The National Association of Consumer Credit Administrators ("NACCA") is a nonprofit association established in 1935 to improve the supervision of consumer credit agencies and to facilitate the administration of laws governing these agencies. The association provides training for state regulators involved in the regulation of non-depository institutions such as

payday lenders, consumer finance companies, and debt management agencies. Commissioner Face and Deputy Commissioner Susan Hancock are both past presidents of NACCA.

The Money Transmitter Regulators Association ("MTRA") is a national nonprofit organization advancing the effective and efficient regulation of the money transmission industry in the United States of America. The MTRA membership consists of state regulatory authorities in charge of regulating money transmitters and sellers of traveler's checks, money orders, drafts, and other money instruments. The Bureau has been a member of MTRA since its formation in 1989. Deputy Commissioner Nicholas C. Kyrus has been a member of the MTRA Board of Directors since 1993 and served as its President from 1999 to 2001.

The Virginia Jump\$tart Coalition ("VJC") is a nonprofit, volunteer-driven organization that represents more than 100 individuals and organizations in business, government, nonprofit associations, and education who have joined together to work toward the improvement of financial literacy of Virginians. The VJC is a member organization of the National Jump\$tart Coalition for Personal Financial Literacy located in Washington, DC. The VJC strives to build awareness of and promote support for the need for personal finance education in Virginia. It also serves as a resource for the Virginia legislature to assess the effectiveness of pertinent legislation. Senior Financial Analyst Locke Trigg is currently a member of its Board of Directors.

RECEIPTS AND DISBURSEMENTS July 1, 2008 - June 30, 2009

| BEGINNING BALANCE, JULY 1, 2008 | BE | GINN | ING | BAL | ANCE | JULY | 1, 2008 |
|--|----|------|-----|-----|------|------|---------|
|--|----|------|-----|-----|------|------|---------|

\$10,377,119

| DI | | 7 | TD | TC |
|----|---|----|----|----|
| K | м | H. | IP | TS |

| Banks | \$6,751,439 |
|------------------------------|----------------|
| Mortgage Licensees | 1,532,792 |
| Credit Unions | 1,101,565 |
| Consumer Finance Licensees | 729,483 |
| Payday Lender Licensees | 754,306 |
| Check Cashers | 92,050 |
| Money Transmitters | 48,000 |
| Industrial Loan Associations | 10,785 |
| Savings Institutions | 10,072 |
| Credit Counseling Licensees | 20,000 |
| Miscellaneous | <u>258,581</u> |

TOTAL RECEIPTS \$11,309,073

DISBURSEMENTS

| Salaries and Fringe Benefits | \$8,030,606 |
|---|--------------|
| Communication Services | 67,390 |
| Employee Development Services | 243,818 |
| Management Services | 1,471 |
| Repair and Maintenance Services | 4,707 |
| Support Services | 2,507,024 |
| Technical Services | 18,729 |
| Travel Services | 1,136,467 |
| Supplies and Materials | 30,990 |
| Transfer Payments | 7,969 |
| Continuous Charges | 509,364 |
| Equipment | 67,072 |
| Debt Service (Tyler Building) | 314,610 |
| Mandated Transfers to General Fund | 156,625 |
| Increase in Travel Advances Outstanding | <u>1,200</u> |

TOTAL DISBURSEMENTS \$13,098,042

CHANGE FOR FISCAL 2009 (1,788,969)

ENDING BALANCE, JUNE 30, 2009 \$8,588,150

OFFICERS THROUGH WHOM THE STATE CORPORATION COMMISSION HAS ADMINISTERED LAWS RELATED TO FINANCIAL INSTITUTIONS

Chief Examiner of Banks

C. C. BARKSDALE, June 15, 1910 to February 15, 1919 JOHN T. GARRETT (Acting), February 16, 1919 to March 9, 1919 J. H. PINNER, March 10, 1919 to April 30, 1919 F. B. RICHARDSON, May 1, 1919 to July 31, 1923 M. E. BRISTOW, August 1, 1923 to July 14, 1927

Chief Deputy to the Commissioner of Insurance and Banking

M. E. BRISTOW, July 15, 1927 to January 15, 1930

Commissioner of Insurance and Banking

M. E. BRISTOW, January 16, 1930 to June 20, 1938

Commissioner of Banking

M. E. BRISTOW, June 21, 1938 to January 31, 1939
MILTON R. MORGAN, February 1, 1939 to January 15, 1951
LOGAN R. RITCHIE, January 16, 1951 to June 30, 1965
THOMAS D. JONES, JR., July 1, 1965 to May 2, 1973
RALPH S. JESSEE (Acting), May 3, 1973 to January 24, 1974
THOMAS D. JONES, JR., January 25, 1974 to May 7, 1975
RALPH S. JESSEE (Acting), May 8, 1975 to December 14, 1976
THOMAS D. JONES, JR., December 15, 1976 to May 31, 1977
SIDNEY A. BAILEY, June 1, 1977 to June 30, 1978

Commissioner of Financial Institutions

SIDNEY A. BAILEY, July 1, 1978 to June 30, 1997 E. J. FACE, JR., July 1, 1997 to Date

LEGAL HOLIDAYS

In each year, the first day of January (New Year's Day), the Friday preceding the third Monday in January (Lee-Jackson Day), the third Monday in January (Martin Luther King, Jr. Day), the third Monday in February (George Washington Day), the last Monday in May (Memorial Day), the fourth day of July (Independence Day), the first Monday in September (Labor Day), the second Monday in October (Columbus Day and Yorktown Victory Day), the eleventh day of November (Veterans Day), the fourth Thursday in November and the Friday next following (Thanksgiving), the twenty-fifth day of December (Christmas Day), or whenever any of such days shall fall on a Saturday, the Friday next preceding such day, or whenever any of such days shall fall on Sunday, the Monday next following such day, and any day so appointed by the Governor of this Commonwealth or the President of the United States, shall be a legal holiday as to the transaction of all business (Title 2.2, Chapter 33, Code of Virginia).

Bureau of Financial Institutions Staff

Executive Management

E. Joseph Face, Jr., Commissioner

Gerald E. Fallen, Deputy Commissioner, Administration and Finance

John M. Crockett, Deputy Commissioner, Banks and Savings Institutions

Steve W. Pemberton, Deputy Commissioner, Credit Unions

Nicholas C. Kyrus, Deputy Commissioner, Corporate Structure and Research

Susan E. Hancock, Deputy Commissioner, Consumer Finance

Professional Staff

Saraan Ajaye Eric Dean Martin Holbrook Jacob Anderson Charles Dickerson Michael Holland Candido Baquiran, Jr. Fred Doyle Jayson Hubbard Roger Baughan Tu Duong Robert Hughes Michael Beane James Fabrie **Brenton Hunt** Barbara Bergman Amy Finneran Michele Keyser Olena Bilay **Stacey Fleming** Diallo Martin Melissa McCollum Robert Bishop Wayne Giles Stephen Brannan Carl Gustafson Robert Mednikov Marvin Brooks Kareem Haamid Kenneth Mullen Cynthia Cannaday Robin Hall Kathy Mundy Gerald Cenzon Antonio Muniz-Perez Garth Hancock Janice Charity Jeffrey Harden Michael Neese Clyde Clay Steve Hariprasad William Opperman Diane Cochran Daniel Hearn Walter Owings

Professional Staff (Continued)

Susan Cross Karen Heede Werner Paul
Nancy Philpott John Smigal Daniel Tucker
Dustin Physioc Russell Spain, III John Turner
Mark Pinson Randy Street Teresa Vick
Ronald Prillaman Joyce Tinsley Nancy Walker

Cris Pugh John Toca Joel Williams

Lynda Ramsey Mark Trenor Martin Williams

Daniel Rusch Locke Trigg Robin Wirt

John Savas Stuart Tripp, III Wayne Woods

William Siegfried

Malinda Hancock

Support Staff

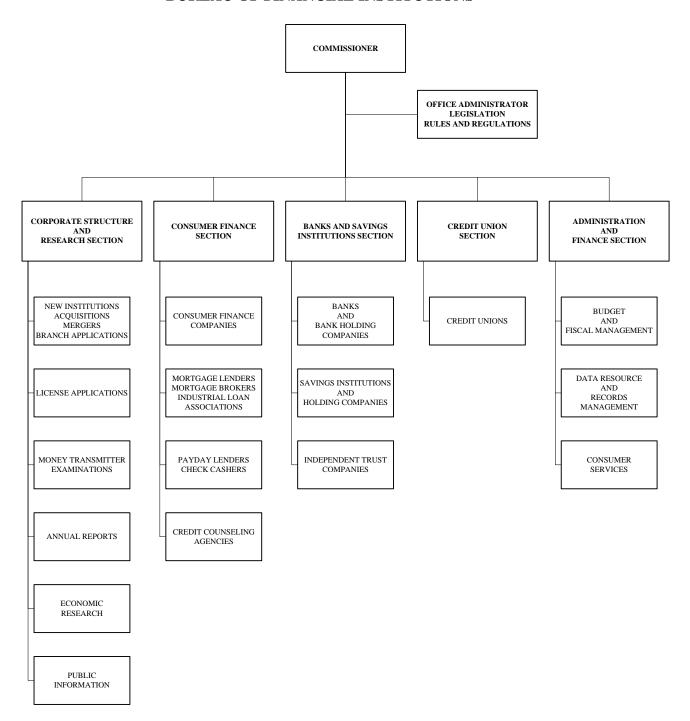
Joanne White

Wanda Belfield Mary Lou Browning James Sherwood
Jean Bowden Katrina Lewis Kathleen Sumler
Jennifer Carter Rosa Lewis Rosa Smith
Carol Foster Betty Nolan Regina Thomas

Diana Quaid

Jane Harris Ginger Sandler

ORGANIZATIONAL CHART BUREAU OF FINANCIAL INSTITUTIONS



ORGANIZATIONAL STRUCTURE OF THE BUREAU OF FINANCIAL INSTITUTIONS

Administratively, the Bureau is divided into five sections: (a) Administration and Finance, (b) Banks and Savings Institutions, (c) Credit Unions, (d) Consumer Finance, and (e) Corporate Structure and Research

ADMINISTRATION AND FINANCE SECTION

Gerald E. Fallen, Deputy Commissioner

The Administration and Finance Section provides logistical support to the regulatory sections; administers budgeting, accounting, and procurement functions; administers human resources and information technology operations; maintains Bureau records; and handles consumer complaints and outreach programs. The Section also performs special projects for the Commissioner and oversees compilation of the Bureau's strategic plan.

BANKS AND SAVINGS INSTITUTIONS SECTION

John M. Crockett, Deputy Commissioner

The Banks and Savings Institutions Section is responsible for the regulation and supervision of Virginia-chartered banks and bank holding companies, savings and loan associations, savings banks, and trust companies. Headed by Deputy Commissioner John M. Crockett, the Section has a staff of 38 examination professionals and three administrative professionals.

Title 6.1 of the Code of Virginia requires the Bureau to examine each depository financial institution and each trust company within prescribed time periods, to determine its safety and soundness, and to ensure each is being operated in compliance with the laws of the Commonwealth of Virginia. A process is utilized including onsite examinations and continuous monitoring, augmented by financial data and the examination reports supplied by other state and federal agencies charged with similar regulatory responsibilities, as well as other sources of information useful in maintaining an ongoing knowledge of the condition of each Virginia-chartered depository institution.

In 2009, the Section supervised 83 banks, 52 bank holding companies, one savings institution, and three subsidiary trust companies. During 2009, the Section examined 38 banks, 21 bank holding companies and one trust company and one savings institution. At the end of 2009, total assets of Virginia-chartered banks stood at \$51.8 billion with equity capital of \$5.5 billion compared to \$45.4 billion in assets and \$4.9 billion in equity at the end of 2008. Equity capital to assets of Virginia-chartered banks was 10.6 percent at the end of 2009 compared to 10.8 percent at the end of 2008.

CREDIT UNION SECTION

Steve W. Pemberton, Deputy Commissioner

The Credit Union Section regulates and supervises Virginia-chartered credit unions. The Section has a staff of five examination professionals. The primary duty of the Section is to perform and review examinations of Virginia-chartered credit unions for safety and soundness and for compliance with various state laws and federal insurance regulations. Forty-seven of 50 credit unions in operation were examined during 2009, with an average examination cycle of about 13 months, well within the statutory mandate to examine each credit union twice within a three year period. Examiners receive two weeks of professional training and continuing education each year from the National Credit Union Administration (NCUA) and the National Association of State Credit Union Supervisors (NASCUS), and more is available as warranted. All examiners hold certifications from NASCUS.

At the end of 2009, Virginia-chartered credit unions had over 612,423 members (one in thirteen Virginians). Total assets of Virginia-chartered credit unions increased to \$5.5 billion in 2009 from \$4.9 billion in 2008, an increase of 12.0 percent, compared to the national average of 9.1 percent. Net income decreased from \$24.7 million in 2008 to \$11.0 million in 2009, a decrease of 55.3 percent. The net worth ratio of Virginia-chartered credit unions was 10.1 percent at the end of 2009, compared to 11.0 percent at the end of 2008.

CONSUMER FINANCE SECTION

Susan E. Hancock, Deputy Commissioner

The Consumer Finance Section supervises non-depository companies, individuals and other business entities, including mortgage lenders and brokers, consumer finance companies, payday lenders, industrial loan associations, credit counseling agencies, and check cashers. The Section is headed by Deputy Commissioner Susan E. Hancock and is assisted by 19 examiners and two administrative professionals. The primary responsibility of the Section is to conduct compliance examinations to ensure that the licensees are conducting business in accordance with applicable laws and regulations. The Bureau is authorized by law to examine all licensees, and most licensees are required to be examined once every three years.

In addition to conducting examinations of non-depository institutions, the Consumer Finance Section also investigates information relating to entities that may be conducting business in Virginia without the required license. This is handled primarily by one investigator who also investigates licensees for allegations of fraud and other illegal activity.

During the 2009 calendar year, the Section conducted a total of 956 examinations with the majority (797) being mortgage examinations. As a result of these examinations, overcharges

totaling \$185,242 were refunded by licensees to consumers. In addition, bond claims totaling \$157,528 were filed to recover overcharges to consumers.

Examiners receive training and continuing education by attending various schools offered by the American Association of Residential Mortgage Regulators and the National Association of Consumer Credit Administrators.

At the end of 2009, the Bureau regulated 1,827 non-depository licensees. Of these, 1,208 were mortgage lenders and brokers reporting 2009 activity of \$13.3 billion in brokered mortgage loans and \$16.8 billion in closed mortgage loans, secured by one to four family owner-occupied residential real estate located in Virginia. This activity was up sharply from the previous year. For 2008 mortgage lenders and brokers reported \$7.6 billion in brokered mortgage loans and \$12.3 billion in closed mortgage loans. During 2009, the 46 licensed payday lenders reported making 459,916 loans totaling \$170.5 million. Sixteen consumer finance companies, operating from 151 licensed offices, reported 124,609 loans outstanding to Virginia consumers at year-end 2009, with a total balance of \$604.8 million.

CORPORATE STRUCTURE AND RESEARCH SECTION

Nicholas C. Kyrus, Deputy Commissioner

The Corporate Structure and Research Section is primarily responsible for processing and investigating applications from depository and non-depository institutions, individuals and other business entities for certificates of authority and licenses to conduct business in Virginia, and for branches, offices, relocations, mergers, and acquisitions. Additionally, the Section is responsible for the examination and supervision of money transmitters. Virginia's 67 licensed money transmitters, operating either directly or through thousands of agents located in Virginia, reported \$4.7 billion in money order sales and \$5.2 billion in money transmissions during 2009. The Section is also responsible for corporate matters including changes in ownership, directors, officers, and name changes of regulated entities; review and compilation of annual reports of licensees; and preparation of the Bureau's annual reports. Deputy Commissioner Kyrus is assisted by five analysts, four money transmitter examiners and four administrative professionals.

In 2009 the Section received 3,547 applications, compared with 1,842 in 2008, an increase of 92 percent. This substantial increase in application filings is the result of a new law requiring a license for mortgage loan originators. Newly enacted Chapter 16.1, Title 6.1 of the Code of Virginia requires mortgage loan originators to obtain a license by July 1, 2010. The Section began accepting applications for mortgage loan originator licenses through the Nationwide Mortgage Licensing System (NMLS) on August 3, 2009. By December 31, 2009, 2,099 mortgage loan originator applications were received. It is expected that as many as 8,000 individuals will apply for mortgage loan originator licenses by the end of 2010.

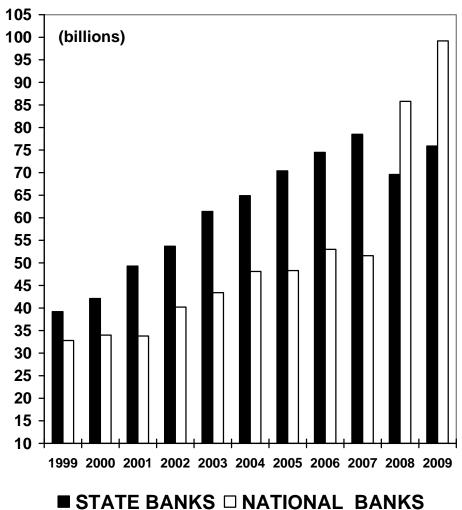
Applications by mortgage lender/brokers and mortgage loan originators represented 87.2 percent of the 3,547 total applications received in 2009. In addition to the 2,099 mortgage loan originator applications, the Section received 71 applications for mortgage lender/broker licenses, 18 applications for additional authority, 30 applications for acquisitions of mortgage companies and 838 applications for additional offices and relocations. However, a significant number of mortgage company licenses were surrendered or revoked during the year. In 2009, 400 mortgage lenders and brokers surrendered their licenses and 143 were revoked by the Commission for various reasons.

In the depository area, the Section received a total of 93 applications, of which 81 were from banks and 12 from credit unions, compared with 89 from banks and 14 from credit unions in 2008. Bank applications consisted of 56 applications for branch expansion, 12 applications for relocations, 8 applications for acquisitions, 4 applications for mergers, and 1 application of a savings bank for conversion to a state bank.

Application Filings

| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
|------------------------------------|-------|-------|-------|-------|-------|-------|
| Banks | 137 | 132 | 162 | 105 | 89 | 81 |
| Credit Unions | 19 | 11 | 16 | 8 | 14 | 12 |
| Trust Companies | 0 | 4 | 3 | 3 | 1 | 13 |
| Savings Institutions | 1 | 0 | 0 | 0 | 0 | 1 |
| New Mortgage Brokers | 410 | 457 | 461 | 378 | 134 | 54 |
| New Mortgage Lenders | 50 | 39 | 29 | 18 | 17 | 17 |
| New Mortgage Lender/Brokers | 97 | 128 | 93 | 76 | 36 | 34 |
| Requests for Additional Authority | 49 | 54 | 63 | 20 | 14 | 18 |
| Exclusive Agent Applications | 2 | 9 | 8 | 2 | 2 | 2 |
| Additional Offices and Relocations | 1,765 | 2,011 | 2,074 | 1,799 | 1,143 | 838 |
| Acquisitions | 43 | 55 | 52 | 61 | 47 | 30 |
| Mortgage Loan Originators | 0 | 0 | 0 | 0 | 0 | 2,099 |
| Money Transmitters | 27 | 31 | 17 | 13 | 14 | 14 |
| Acquisitions | 3 | 5 | 5 | 13 | 4 | 4 |
| New Credit Counseling Agencies | 41 | 14 | 3 | 1 | 3 | 4 |
| Additional Offices and Relocations | 9 | 2 | 110 | 51 | 120 | 168 |
| New Payday Lenders | 22 | 21 | 17 | 8 | 6 | 3 |
| Acquisitions | 0 | 1 | 1 | 3 | 2 | 1 |
| Additional Offices and Relocations | 125 | 106 | 117 | 58 | 25 | 16 |
| Other Business Requests | 22 | 22 | 21 | 28 | 43 | 35 |
| New Consumer Finance Offices | 11 | 28 | 46 | 31 | 26 | 14 |
| Acquisitions | 0 | 0 | 0 | 0 | 0 | 1 |
| Other Business Requests | 17 | 5 | 89 | 49 | 23 | 4 |
| Check Cashers | 53 | 64 | 111 | 117 | 79 | 84 |
| Total applications received | 2,903 | 3,199 | 3,498 | 2,842 | 1,842 | 3,547 |

Deposits In Virginia Bank Offices* State And National 1999 – 2009



^{*-}Includes deposits of Virginia Banks and Out-of State Banks operating in Virginia

Consolidated Report of Condition for Virginia State-Chartered Banks As of December 31 (In Thousands of Dollars)

| | December 31, 2008 82 State Banks 863 Branches | December 31, 2009 83 State Banks 929 Branches |
|---|---|---|
| ASSETS | | |
| Cash and balances due from depository institutions | \$ 1,622,633 | \$ 2,383,060 |
| Noninterest-bearing balances and currency and coin | 1,074,747 | 751,311 |
| Interest-bearing balances | 547,886 | 1,631,749 |
| Securities | 6,257,794 | 7,479,932 |
| Federal funds sold & securities purchased under | | |
| agreement to resell | 306,003 | 424,771 |
| Loan and lease financing receivables: | | |
| Loans and leases held for sale | 381,770 | 581,412 |
| Loans and leases, net of unearned income | 33,950,626 | 37,490,977 |
| LESS: Allowance for loan and lease losses | 440,766 | 742,976 |
| Loans and leases, net of unearned income and allowance | | _ |
| for losses | 33,509,860 | 37,329,413 |
| Assets held in trading accounts | 82,813 | 7,734 |
| Premises and fixed assets (including capitalized leases) | 976,063 | 1,078,682 |
| Other real estate owned | 121,887 | 258,569 |
| Intangible assets | 798,952 | 814,593 |
| Other assets | 1,376,582 | 1,999,671 |
| TOTAL ASSETS | \$ 45,434,357 | \$ 51,776,425 |
| LIABILITIES | | |
| Deposits: | | |
| In domestic offices | \$ 35,326,262 | \$ 41,630,665 |
| (1) Noninterest-bearing | 4,991,270 | 5,233,729 |
| (2) Interest-bearing | 30,334,992 | 36,396,936 |
| In foreign offices, Edge and Agreement subsidiaries, and IBFs | 0 | 0 |
| (1) Noninterest-bearing | 0 | 0 |
| (2) Interest-bearing | 0 | 0 |
| Federal funds purchased and securities sold under | 4.074.040 | 007.000 |
| agreement to repurchase | 1,274,010 | 905,829 |
| Other borrowed money | 3,456,524 | 3,338,030 |
| Notes and debentures subordinated to deposits | 62,460 | 75,745 |
| Other liabilities | 393,221 | 361,485 |
| TOTAL LIABILITIES | 40,512,477 | 46,311,754 |
| EQUITY CAPITAL | | |
| Perpetual preferred stock | 153,209 | 153,487 |
| Common stock | 466,055 | 497,548 |
| Surplus | 2,454,243 | 3,100,185 |
| Undivided profits and capital reserves | 1,848,373 | 1,713,451 |
| TOTAL EQUITY | 4,921,880 | 5,464,671 |
| TOTAL LIABILITIES AND EQUITY CAPITAL | \$ 45,434,357 | \$ 51,776,425 |

Consolidated Report of Income for Virginia State-Chartered Banks For the Year Ended December 31 (In Thousands of Dollars)

| | 2008 | 2009 |
|--|--------------|--------------|
| INTEREST INCOME: | | |
| Interest and fees on loans | \$ 2,113,217 | \$ 2,244,235 |
| Income from lease financing receivables | 208 | 192 |
| Interest on balances due from depository institutions | 6,500 | 5,913 |
| Interest and dividends on securities | 286,299 | 314,193 |
| Interest from assets held in trading accounts | 4,040 | 1,485 |
| Interest on federal funds sold and securities purchased | | |
| under agreements to resell | 18,197 | 1,460 |
| Other Interest Income | 11,564 | 4,405 |
| TOTAL INTEREST INCOME | 2,440,025 | 2,571,883 |
| INTEREST EXPENSE: | | |
| Interest on deposits in domestic offices | 865,831 | 782,139 |
| Interest on deposits in foreign offices, Edge and Agreement | | |
| subsidiaries, and IBFs | 0 | 0 |
| Expense of federal funds purchased and securities sold | | |
| under agreements to repurchase | 29,445 | 8,969 |
| Interest on trading liabilities and other borrowed money | 122,403 | 113,856 |
| Interest on notes and debentures subordinated to deposits | 5,048 | 4,688 |
| TOTAL INTEREST EXPENSE | 1,022,727 | 909,652 |
| NET INTEREST INCOME | 1,417,298 | 1,662,231 |
| Provision for loan and lease losses | 202,030 | 607,164 |
| NONINTEREST INCOME: | | |
| Income from fiduciary activities | 16,315 | 14,094 |
| Service charges on deposit accounts in domestic offices | 121,433 | 121,703 |
| Trading revenue | (2,328) | 179 |
| Other fee income | 110,938 | 152,652 |
| All other noninterest income | 118,323 | 157,394 |
| TOTAL NONINTEREST INCOME | 364,681 | 446,022 |
| Realized gains (losses) on securities | (41,592) | (17,856) |
| NONINTEREST EXPENSE: | | |
| Salaries and employee benefits | 644,113 | 747,651 |
| Expenses of premises and fixed assets (net of rental income) | 171,205 | 191,675 |
| Other noninterest expense | 428,018 | 668,963 |
| TOTAL NONINTEREST EXPENSE | 1,243,336 | 1,608,289 |
| INCOME BEFORE INCOME TAXES AND EXTRA- | | |
| ORDINARY ITEMS AND OTHER ADJUSTMENTS | 295,021 | (125,056) |
| APPLICABLE INCOME TAXES | 81,518 | (25,594) |
| INCOME BEFORE EXTRAORDINARY ITEMS | 213,503 | (99,462) |
| EXTRAORDINARY ITEMS NET OF INCOME TAXES | (769) | 10,996 |
| NET INCOME | \$ 212,734 | \$ (88,466) |

Operating Ratios For Virginia State-Chartered Banks

| CLASSIFICATION IN MILLIONS OF DOLLARS | UNDER 100 | 100- 250 | 250- 500 | 500- 1,000 | OVER 1,000 | ALL BANKS |
|--|--------------|-------------|-------------|---------------|---------------|--------------|
| NUMBER OF BANKS IN GROUP | 7 | 27 | 20 | 15 | 14 | 83 |
| Yield on Earning Assets | 4.84 | 5.58 | 5.68 | 6.09 | 5.51 | 5.66 |
| Cost of Funding Earning Assets | 1.76 | 1.89 | 2.12 | 2.08 | 1.95 | 2.00 |
| Net Interest Margin | 3.08 | 3.69 | 3.56 | 4.01 | 3.56 | 3.66 |
| Noninterest Income to Earning Assets | 0.32 | 0.54 | 0.58 | 1.67 | 0.89 | 0.98 |
| Noninterest Expense to Earning Assets | 3.14 | 3.43 | 3.57 | 4.13 | 3.35 | 3.54 |
| Net Operating Income to Assets | -0.04 | -0.21 | -0.30 | 0.24 | -0.29 | -0.18 |
| Return on Assets | -0.02 | -0.16 | -0.34 | 0.13 | -0.27 | -0.18 |
| Pretax Return on Assets | 0.04 | -0.10 | -0.38 | 0.16 | -0.36 | -0.23 |
| Return on Equity | -0.17 | -1.46 | -3.46 | 1.45 | -2.39 | -1.69 |
| Retained Earnings to Average Equity | -0.66 | -2.95 | -5.71 | -1.15 | -4.61 | -3.91 |
| Net Charge-offs to Loans | 0.10 | 0.77 | 0.56 | 0.82 | 1.10 | 0.94 |
| Loss Allowance to Loans | 1.28 | 1.63 | 1.64 | 1.90 | 2.08 | 1.95 |
| Noncurrent Assets Plus Other Real Estate | 2.87 | 2.37 | 2.44 | 2.48 | 2.62 | 2.58 |
| Owned to Assets Noncurrent Loans to Total Loans | 3.44 | 2.74 | 2.66 | 2.19 | 3.09 | 2.81 |
| Net Loans and Leases to Deposits | 76.70 | 84.48 | 86.51 | 95.57 | 88.26 | 89.67 |
| Equity Capital to Assets | 12.09 | 11.25 | 9.35 | 9.42 | 10.85 | 10.50 |
| Tier One Risk-based Capital Ratio | 16.88 | 14.71 | 12.21 | 11.57 | 11.11 | 11.60 |
| Total Risk-based Capital Ratio | 17.76 | 15.87 | 13.38 | 12.86 | 12.58 | 12.92 |

| Bank Name | Principal Location | No. of Offices | Assets (\$000) | Deposits (\$000) | Equity (\$000) |
|----------------------------------|-----------------------|-------------------|-----------------------|------------------|-----------------------|
| Alliance Bank Corporation* | Fairfax | 6 | 575,387 | 432,332 | 42,491 |
| Bank of Botetourt | Buchanan | 10 | 309,139 | 280,484 | 26,566 |
| The Bank of Charlotte County* | Phenix | 4 | 117,234 | 97,098 | 14,904 |
| Bank of Clarke County* | Berryville | 12 | 528,698 | 398,422 | 51,887 |
| The Bank of Fincastle | Fincastle | 9 | 170,199 | 145,586 | 23,995 |
| Bank of Floyd* | Floyd | 8 | 229,906 | 209,424 | 19,979 |
| The Bank of Hampton Roads* | Chesapeake | 52 | 2,723,880 | 2,263,131 | 235,612 |
| Bank of Lancaster* | Kilmarnock | 9 | 329,194 | 264,638 | 25,843 |
| The Bank of Marion* | Marion | 16 | 334,698 | 292,683 | 32,840 |
| Bank of McKenney* | McKenney | 6 | 183,858 | 160,385 | 18,585 |
| Bank of the Commonwealth* | Norfolk | 21 | 1,275,784 | 1,081,302 | 99,413 |
| Bank of the James* | Lynchburg | 9 | 437,592 | 377,032 | 29,388 |
| The Bank of Southside Virginia | Carson | 15 | 494,563 | 427,092 | 61,510 |
| Bank of Virginia* | Midlothian | 5 | 222,089 | 193,143 | 17,733 |
| Benchmark Community Bank* | Kenbridge | 12 | 383,760 | 343,842 | 35,537 |
| The Blue Grass Valley Bank | Blue Grass | 2 | 35,151 | 30,341 | 3,830 |
| Burke & Herbert Bank & Trust | Alexandria | 21 | 2,012,577 | 1,571,959 | 197,487 |
| Company The Business Bank | Vienna | 7 | 264,816 | 236,477 | 26,665 |
| Cardinal Bank | McLean | 25 | 1,966,054 | 1,330,150 | 202,078 |
| Carter Bank &Trust | Martinsville | 124 | 3,388,923 | 3,053,352 | 310,799 |
| Central Virginia Bank* | Powhatan | 9 | 472,227 | 386,113 | 30,257 |
| Chesapeake Bank* | Kilmarnock | 11 | 582,088 | 487,325 | 48,312 |
| Citizens and Farmers Bank | West Point | 18 | 883,523 | 607,058 | 104,888 |
| Citizens Bank and Trust Company* | Blackstone | 11 | 314,868 | 269,405 | 32,712 |

^{* -} Member of Federal Reserve

| Bank Name | Principal Location | No. of Offices | Assets (\$000) | Deposits (\$000) | Equity (\$000) |
|---|-----------------------|-------------------|----------------|------------------|-----------------------|
| Citizens Community Bank* | South Hill | 5 | 171,862 | 142,306 | 21,397 |
| Colonial Virginia Bank* | Gloucester | 3 | 125,330 | 105,863 | 11,648 |
| Community Bankers' Bank* | Midlothian | 1 | 152,784 | 115,739 | 13,869 |
| Community Capital Bank of Virginia* | Christiansburg | 1 | 24,990 | 18,155 | 6,709 |
| Consolidated Bank and Trust Company* | Richmond | 2 | 77,276 | 70,035 | 6,857 |
| Essex Bank* | Tappahannock | 25 | 1,240,040 | 1,031,762 | 140,800 |
| EVB* | Tappahannock | 27 | 1,126,189 | 861,047 | 98,784 |
| Farmers & Merchants Bank* | Timberville | 9 | 534,622 | 420,788 | 40,110 |
| The Farmers & Merchants Bank of Craig | New Castle | 2 | 51,885 | 43,521 | 8,199 |
| County* Farmers and Miners Bank* | Pennington Gap | 6 | 127,949 | 112,931 | 14,487 |
| The Farmers Bank of Appomattox* | Appomattox | 4 | 165,755 | 135,758 | 19,909 |
| Farmers Bank, Windsor, Virginia* | Windsor | 5 | 420,525 | 342,677 | 38,903 |
| The Fauquier Bank* | Warrenton | 10 | 568,266 | 466,157 | 46,526 |
| First and Citizens Bank | Monterey | 3 | 111,243 | 97,584 | 11,745 |
| First Bank* | Strasburg | 12 | 551,233 | 464,080 | 63,393 |
| The First Bank and Trust Company* | Lebanon | 20 | 1,130,091 | 946,065 | 100,814 |
| First Capital Bank* | Glen Allen | 7 | 529,784 | 426,103 | 49,418 |
| First Sentinel Bank* | Richlands | 5 | 166,433 | 152,055 | 13,758 |
| First State Bank | Danville | 1 | 28,144 | 26,398 | 1,663 |
| First Virginia Community Bank* | Fairfax | 2 | 142,602 | 118,046 | 18,710 |
| The Freedom Bank of Virginia* | Vienna | 2 | 157,282 | 137,435 | 19,059 |
| Frontier Community Bank* | Waynesboro | 1 | 54,157 | 45,892 | 7,576 |
| Heritage Bank* | Norfolk | 6 | 272,181 | 229,230 | 33,891 |
| Highlands Community Bank* | Covington | 2 | 90,599 | 80,916 | 9,304 |

^{* -} Member of Federal Reserve

| Bank Name | Principal Location | No. of Offices | Assets (\$000) | Deposits (\$000) | Equity (\$000) |
|-------------------------------|-----------------------|-------------------|-----------------------|------------------|--------------------------------|
| Highlands Union Bank* | Abingdon | 14 | 648,363 | 521,604 | 42,984 |
| HomeTown Bank* | Roanoke | 5 | 337,843 | 276,821 | 28,628 |
| John Marshall Bank* | Baileys Crossroads | 4 | 234,643 | 186,339 | 28,971 |
| Lee Bank & Trust Company | Pennington Gap | 4 | 166,985 | 145,440 | 20,251 |
| MainStreet Bank* | Herndon | 3 | 236,124 | 189,838 | 22,399 |
| Middleburg Bank* | Middleburg | 9 | 970,428 | 810,799 | 95,016 |
| Miners Exchange Bank* | Coeburn | 7 | 103,404 | 94,223 | 8,523 |
| Monarch Bank* | Chesapeake | 10 | 689,665 | 558,323 | 59,697 |
| New Peoples Bank, Inc.* | Honaker | 31 | 858,068 | 761,153 | 67,529 |
| Northern Neck State Bank* | Warsaw | 9 | 355,033 | 306,929 | 31,070 |
| The Page Valley Bank* | Luray | 4 | 130,622 | 101,904 | 8,737 |
| Peoples Bank of Virginia* | Richmond | 4 | 281,470 | 242,007 | 36,099 |
| The Peoples Bank | Ewing | 6 | 99,853 | 92,295 | 5,935 |
| Peoples Community Bank* | Montross | 5 | 127,889 | 114,969 | 12,344 |
| Pioneer Bank* | Stanley | 6 | 156,524 | 132,089 | 14,384 |
| Select Bank* | Forest | 2 | 90,499 | 78,847 | 10,956 |
| Shore Bank* | Onley | 8 | 306,115 | 236,493 | 24,291 |
| Sonabank* | McLean | 14 | 611,366 | 459,413 | 93,679 |
| StellarOne Bank* | Christiansburg | 58 | 3,015,291 | 2,468,952 | 404,692 |
| Towne Bank | Portsmouth | 18 | 3,606,457 | 2,576,623 | 457,623 |
| TruPoint Bank* | Grundy | 12 | 491,493 | 393,053 | 44,659 |
| Union Bank and Trust Company* | Bowling Green | 41 | 2,037,566 | 1,484,695 | 229,348 |
| United Bank* | Fairfax | 58 | 4,044,034 | 3,062,671 | 595,620 |
| Valley Bank* | Roanoke | 8 | 712,769 | 556,246 | 62,561 |
| | | | | | |

^{* -} Member of Federal Reserve

| Bank Name | Principal Location | No. of Offices | Assets (\$000) | Deposits (\$000) | Equity (\$000) |
|----------------------------------|-----------------------|-------------------|-----------------------|------------------|-----------------------|
| Village Bank | Midlothian | 15 | 584,153 | 501,120 | 48,670 |
| Virginia Bank and Trust Company* | Danville | 7 | 151,508 | 125,645 | 24,063 |
| Virginia Business Bank* | Richmond | 2 | 151,790 | 125,907 | 9,435 |
| Virginia Commerce Bank* | Arlington | 27 | 2,721,105 | 2,229,496 | 280,752 |
| Virginia Commonwealth Bank* | Petersburg | 9 | 317,931 | 270,567 | 35,775 |
| Virginia Community Bank* | Louisa | 8 | 208,477 | 173,357 | 16,604 |
| Virginia Company Bank | Newport News | 2 | 106,850 | 82,288 | 13,792 |
| Virginia Heritage Bank* | Fairfax | 4 | 341,034 | 258,457 | 31,020 |
| Virginia Partners Bank* | Fredericksburg | 3 | 107,137 | 89,651 | 17,384 |
| WashingtonFirst Bank | Reston | 8 | 355,133 | 278,805 | 40,950 |
| Xenith Bank* | Richmond | 4 | 200,669 | 113,516 | 54,152 |

^{* -} Member of Federal Reserve

Holding Companies with Bank Subsidiaries Headquartered in Virginia

Access National Corporation, 1800 Robert Fulton Drive, Suite 300, Reston, VA 20191 Access National Bank, Chantilly, VA

Alliance Bankshares Corporation, 14200 Park Meadow Drive, Suite 200S, Chantilly, VA 20151 Alliance Bank Corporation, Chantilly, VA

American National Bankshares Inc., 628 Main Street, Danville, VA 24541 American National Bank and Trust Company, Danville, VA

BCC Bankshares, Inc., P. O. Box 336, Phenix, VA 23959-0336 The Bank of Charlotte County, Phenix, VA

The Bank of Southside Virginia Corporation, P. O. Box 40, Carson, VA 23830-0040 The Bank of Southside Virginia, Carson, VA

Bank of the James Financial Group, Inc., 828 Main Street, Lynchburg, VA 24505 Bank of the James, Lynchburg, VA

Bay Banks of Virginia, Inc., P. O. Box 1869, Kilmarnock, VA 22482-1869 Bank of Lancaster, Kilmarnock, VA Bay Trust Company, Kilmarnock, VA

Benchmark Bankshares Inc, 100 S. Broad Street, Kenbridge, VA 23944 Benchmark Community Bank, Kenbridge, VA

Blue Ridge Bankshares, Inc., P. O. Box 609, Luray, VA 22835-0609 The Page Valley Bank, Luray, VA

Botetourt Bankshares, Inc., P. O. Box 339, Buchanan, VA 24066-0339 Bank of Botetourt, Buchanan, VA

C&F Financial Corporation, P. O. Box 391, West Point, VA 23181-0391 Citizens and Farmers Bank, West Point, VA

CBB Financial Corporation, 2601 Promenade Parkway, Midlothian, VA 23113 Community Bankers' Bank, Midlothian, VA

CNB Bancorp, Inc., P. O. Box 100, Windsor, VA 23487 Citizens National Bank, Windsor, VA

Capital One Financial Corporation, 1680 Capital One Drive, McLean, VA 22102-3491 Capital One Bank (USA), National Association, Glen Allen, VA

Cardinal Bankshares Corporation, P. O. Box 215, Floyd, VA 24091-0215 Bank of Floyd, Floyd, VA

Cardinal Financial Corporation, 8270 Greensboro Drive Suite 500, McLean, VA 22102 Cardinal Bank, McLean, VA

Central Virginia Bankshares, Inc., P. O. Box 39, Powhatan, VA 23139-0039 Central Virginia Bank, Powhatan, VA

Holding Companies with Bank Subsidiaries Headquartered in Virginia

Chain Bridge Bancorp, Inc., 1445-A Laughlin Avenue, McLean, VA 22101 Chain Bridge Bank, National Association, McLean, VA

Chesapeake Financial Shares, Inc., P. O. Box 1419, Kilmarnock, VA 22482-1419 Chesapeake Bank, Kilmarnock, VA Chesapeake Trust Company, Kilmarnock, VA

Citizens Bancorp of Virginia, Inc., 126 South Main Street, Blackstone, VA 23824-1842 Citizens Bank and Trust Company, Blackstone, VA

Commonwealth Bankshares, Inc., P. O. Box 1177, Norfolk, VA 23501-1177 Bank of the Commonwealth, Norfolk, VA

Community Bankers Trust Corporation, 4235 Innslake Drive, Suite 200, Glen Allen, VA 23060 Bank of Essex, Tappahannock, VA

Eagle Financial Services, Inc., 2 East Main Street, Berryville, VA 22611 Bank of Clarke County, Berryville, VA

Eastern Virginia Bankshares, Inc., P. O. Box 1455, Tappahannock, VA 22560-1455 EVB, Tappahannock, VA

F & M Bank Corp, P. O. Box 1111, Timberville, VA 22853-1111 Farmers & Merchants Bank, Timberville, VA

Fauquier Bankshares, Inc., P. O. Box 561, Warrenton, VA 20188-0561 The Fauquier Bank, Warrenton, VA

First Bancorp, Inc., P. O. Box 457, Lebanon, VA 24266 The First Bank and Trust Company, Abingdon, VA

First Capital Bancorp, Inc., 4222 Cox Road, Suite 200, Glen Allen, VA 23060 First Capital Bank, Glen Allen, VA

First Community Bancshares, Inc., P. O. Box 989, Bluefield, VA 24605-0989 First Community Bank, National Association, Bluefield, VA

First National Corporation, 112 West King Street, Strasburg, VA 22657-2220 First Bank, Strasburg, VA

First Region Bancshares, Inc., P. O. Box 1050, Richlands, VA 24641-1050 First Sentinel Bank, Richlands, VA

GNB Bankshares Corporation, P. O. Box 2080, Grundy, VA 24614-2080 Grundy National Bank, Grundy, VA

Grayson Bankshares, Inc., P. O. Box 186, Independence, VA 24348-0186 Grayson National Bank, Independence, VA

Hampton Roads Bankshares, Inc., 999 Waterside Drive, Suite 200, Norfolk, VA 23510 The Bank of Hampton Roads, Chesapeake, VA Shore Bank, Onley, VA

Holding Companies with Bank Subsidiaries Headquartered in Virginia

Heritage Bankshares, Inc., 150 Granby Street, Suite 150, Norfolk, VA 23510 Heritage Bank, Norfolk, VA

Highland County Bankshares, Inc., P. O. Box 529, Monterey, VA 24465-0529 First and Citizens Bank, Monterey, VA

Highlands Bankshares, Inc., P. O. Box 1128, Abingdon, VA 24212-1128 Highlands Union Bank, Abingdon, VA

HomeTown Bankshares Corporation, 202 S. Jefferson Street, Roanoke, VA 24011 HomeTown Bank, Roanoke, VA

MainStreet Bankshares, Inc., 730 East Church Street, Suite 30, Martinsville, VA 24112 Franklin Community Bank, N. A., Rocky Mount, VA

Middleburg Financial Corporation, P. O. Box 5, Middleburg, VA 20118-0005 Middleburg Bank, Middleburg, VA Middleburg Trust Company, Middleburg, VA

Millennium Bankshares Corporation, 21430 Cedar Drive, Suite 200, Sterling, VA 20164 Millennium Bank, National Association, Reston, VA

Miners and Merchants Bancorp, Inc., P. O. Box 1010, Grundy, VA 24614-1010 TruPoint Bank, Grundy, VA

Monarch Financial Holdings, Inc., 1101 Executive Boulevard, Chesapeake, VA 23320 Monarch Bank, Chesapeake, VA

National Bankshares, Inc., P. O. Box 90002, Blacksburg, VA 24062-9002 The National Bank of Blacksburg, Blacksburg, VA

New Peoples Bankshares, Inc., 64 Commerce Drive, P. O. Box 1810, Honaker, VA 24260 New Peoples Bank, Inc., Honaker, VA

Old Point Financial Corporation, 10 South Mallory Street, Hampton, VA 23663 The Old Point National Bank of Phoebus, Hampton, VA

Peoples Bankshares, Incorporated, P. O. Box 306, Montross, VA 22520-0306 Peoples Community Bank, Montross, VA

Pinnacle Bankshares Corporation, P. O. Box 29, Altavista, VA 24517-0029 The First National Bank of Altavista, Altavista, VA

Pioneer Bankshares, Inc., P. O. Box 10, Stanley, VA 22851-0010 Pioneer Bank, Stanley, VA

Powell Valley Bankshares, Inc., P. O. Box 100, Jonesville, VA 24263-0100 Powell Valley National Bank, Jonesville, VA

Holding Companies with Bank Subsidiaries Headquartered in Virginia

Premier Financial Bancorp, Inc., 2883 Fifth Avenue, Huntington, WV 25702
Consolidated Bank and Trust Company, Richmond, VA
The Adams National Bank, Washington, DC
Traders Bank, Inc., Ravenswood, WV
Citizens Deposit Bank & Trust, Inc., Vanceburg, KY
Farmers Deposit Bank, Eminence, KY
Ohio River Bank, Ironton, OH
Boone County Bank, Inc., Madison, WV
First Central Bank, Inc., Philippi, WV

River Bancorp., Inc., 433 Commonwealth Boulevard East, Suite 1, Martinsville, VA 24112 River Community Bank, N.A., Martinsville, VA

Southern National Bancorp of Virginia, Inc., 550 Broadview Avenue, Warrenton, VA 20186 Sonabank, McLean, VA

Southwest Virginia Bankshares, Inc., P. O. Box 1067, Marion, VA 24354-1067 The Bank of Marion, Marion, VA

StellarOne Corporation, 590 Peter Jefferson Parkway, Charlottesville, VA 22911 StellarOne Bank, Christiansburg, VA

Union Bankshares Corporation, P. O. Box 446, Bowling Green, VA 22427-0446 Northern Neck State Bank, Warsaw, VA The Rappahannock National Bank of Washington, Washington, VA Union Bank and Trust Company, Bowling Green, VA

United Bankshares, Inc., 514 Market Street, P. O. Box 1508, Parkersburg, WV 26101 United Bank, Fairfax, VA United Bank, Inc., Parkersburg, WV

United Financial Banking Companies, Inc., 133 Maple Avenue East, Vienna, VA 22180 The Business Bank, Vienna, VA

Valley Financial Corporation, P. O. Box 2740, Roanoke, VA 24001-2740 Valley Bank, Roanoke, VA

Village Bank and Trust Financial Corp., P. O. Box 330, Midlothian, VA 23113 Village Bank, Midlothian, VA

Virginia BanCorp, Inc., 407 N. Ridge Road, Richmond, VA 23229 Virginia Commonwealth Bank, Petersburg, VA

Virginia Bank Bankshares, Inc., P. O. Box 3447, Danville, VA 24543-3447 Virginia Bank and Trust Company, Danville, VA

Virginia Commerce Bancorp, Inc., 5350 Lee Highway, Arlington, VA 22207-1608 Virginia Commerce Bank, Arlington, VA

Virginia Community Bankshares, Inc., P. O. Box 888, Louisa, VA 23093-0888 Virginia Community Bank, Louisa, VA

Holding Companies with Bank Subsidiaries Headquartered in Virginia

Virginia Community Capital, Inc., 990 Cambria Street, NE, Christiansburg, VA 24073 Community Capital Bank of Virginia, Christiansburg, VA

WashingtonFirst Bankshares, Inc., 11636 Plaza America Drive, Reston, VA 20190 WashingtonFirst Bank, Reston, VA

Xenith Bankshares, Inc., 901 East Cary Street, Suite 1700, Richmond, VA 23219 Xenith Bank, Richmond, VA

Consolidated Report of Condition for Virginia State-Chartered Credit Unions As of December 31

| | 2008 | 2009 |
|--|---|--|
| ASSETS | | |
| Loans | \$3,455,128,533 | \$3,567,015,411 |
| LESS: Allowance for loan losses | 27,135,567 | 42,814,469 |
| Cash | 221,286,677 | 271,662,592 |
| Available for Sale securities | 404,941,310 | 553,732,732 |
| Held to Maturity securities | 358,484,862 | 479,383,932 |
| Shares, deposits & certificates in Corporate Centrals | 153,739,942 | 227,898,883 |
| Shares, deposits & certificates in banks, S&L's & MSB's | 125,572,803 | 167,475,467 |
| Shares, deposits & certificates in other credit unions | 8,296,255 | 10,039,855 |
| All other investments | 13,843,555 | 47,119,130 |
| Land and buildings (net of depreciation) | 95,758,903 | 99,549,578 |
| Other fixed assets (net of depreciation) | 21,503,527 | 20,289,032 |
| Share insurance capitalization deposit | 37,540,645 | 45,131,211 |
| All other assets | 66,712,096 | 70,106,239 |
| TOTAL ASSETS | \$4,935,673,541 | \$5,516,589,593 |
| Notes/interest payable | \$84,464,610 44,790,347 1,019,488 | \$115,028,206 48,564,899 940,318 |
| TOTAL LIABILITIES | \$130,274,445 | \$164,533,423 |
| Share certificates | \$1,507,794,245 | \$1,606,099,487 |
| Share draft accounts | 506,594,208 | 606,792,364 |
| IRA accounts | 471,329,143 | 533,966,678 |
| Other shares | 1,770,066,923 | 2,060,282,028 |
| TOTAL SHARES | \$4,255,784,519 | \$4,807,140,557 |
| Regular/statutory reserve | \$83,784,143 | \$85,622,361 |
| Other reserves | 68,601,087 | 74,942,757 |
| Unrealized Gains (Losses) on available for sale securities | (5,585,803) | (12,775,509) |
| Undivided earnings | 402,815,150 | 397,126,004 |
| TOTAL EQUITY | \$549,614,577 | \$544,915,613 |
| | | |
| TOTAL LIABILITIES & EQUITY | \$4,935,673,541 | \$5,516,589,593 |
| Number of credit unions in operation | 51 | 50 |

Consolidated Report of Income for Virginia State-Chartered Credit Unions For the Year Ended December 31

| | 2008 | 2009 |
|--|------------------------|-----------------------|
| PAGO E | | |
| INCOME | ф 227 7 60 01 6 | фааа о ла 4а с |
| Interest on loans (gross) | \$227,768,916 | \$233,052,426 |
| LESS: Interest refunded | 47.000.000 | 10.020.510 |
| Income from investments | 47,039,962 | 40,028,649 |
| Fee income | 39,805,017 | 44,528,807 |
| Other operating income | 30,452,887 | 32,044,344 |
| TOTAL GROSS INCOME | \$345,066,782 | \$349,654,226 |
| EXPENSES | | |
| Employee compensation & benefits | 87,911,510 | \$92,921,266 |
| Travel & conference expense | 2,370,076 | 1,876,617 |
| Office occupancy expense | 9,754,020 | 10,111,870 |
| Office operations expense | 40,090,473 | 40,137,250 |
| Education & promotional expenses | 5,933,192 | 5,482,148 |
| Loan servicing expense | 16,340,723 | 17,560,475 |
| Professional & outside services | 9,089,344 | 10,057,371 |
| Provision for loan losses | 26,591,635 | 53,143,479 |
| Members insurance | 627,079 | 26,026,885 |
| Operating fees (examination & supervision fees) | 1,126,906 | 1,177,815 |
| Miscellaneous operating expenses | 3,417,308 | 3,232,182 |
| TOTAL OPERATING EXPENSES BEFORE DIVIDENDS | \$203,252,266 | \$261,727,358 |
| NET INCOME (LOSS) BEFORE DIVIDENDS | \$141,814,516 | \$87,926,868 |
| THE INCOME (E000) BEFORE DIVIDENDS | φ111,011,310 | ψ07,720,000 |
| Gains (losses) on investments | 3,290,402 | (4,877,208) |
| Gains (losses) on deposition of fixed assets | (44,830) | 19,435 |
| Other non-operating income (expense) | 262,947 | 26,653,354 |
| TOTAL NON-OPERATING GAINS (LOSSES) | \$3,508,519 | \$21,795,581 |
| | | |
| Total net income (loss) before dividends | \$145,323,035 | \$109,722,449 |
| Interest on borrowed money | 1,467,795 | 3,073,148 |
| Dividends | 119,169,836 | 95,612,464 |
| Net income (loss) after dividends | \$24,685,404 | \$11,036,837 |
| LESS: Required transfer to statutory reserve (net) | 557,015 | |
| Change to undivided earnings as a result of operations | \$24,128,389 | \$11,036,837 |

Selected Data for Virginia State-Chartered Credit Unions As of December 31, 2009

| Credit Union Name | Principal Location | Assets (\$000) | Deposits (\$000) | Equity (\$000) |
|--|-----------------------|-----------------------|------------------|--------------------------------|
| A B & W Credit Union, Incorporated | Alexandria | 28,092 | 23,555 | 4,231 |
| Augusta Health Care Credit Union, Incorporated | Fishersville | 9,689 | 8,931 | 736 |
| Beacon Credit Union, Incorporated | Lynchburg | 67,743 | 60,395 | 6,745 |
| Belt Line Employees Credit Union, Incorporated | Portsmouth | 3,465 | 3,038 | 426 |
| C.C.C. Martinsville Employees Credit Union, | Martinsville | 765 | 639 | 126 |
| Incorporated Cadmus Credit Union, Incorporated | Richmond | 2,751 | 2,121 | 620 |
| Campbell County Employee's Credit Union, Inc. | Concord | 700 | 601 | 99 |
| Centra Health Credit Union | Lynchburg | 6,697 | 5,184 | 1,504 |
| Chesapeake City Employees Credit Union | Chesapeake | 4,507 | 3,995 | 508 |
| Chesapeake Public School Employee's Credit Union, | Chesapeake | 8,612 | 7,506 | 1,090 |
| Inc. Dominion Credit Union | Richmond | 203,128 | 179,904 | 22,189 |
| DuPont Community Credit Union | Waynesboro | 719,491 | 602,998 | 62,274 |
| Goodyear-Danville Family Credit Union | Danville | 9,761 | 8,423 | 1,294 |
| Hampton City Employees Credit Union, Incorporated | Hampton | 6,865 | 6,265 | 565 |
| Hampton Roads Educators Credit Union, Inc. | Hampton | 27,740 | 25,088 | 2,587 |
| Hampton Roads Postal Credit Union, Inc. | Hampton | 3,177 | 2,996 | 157 |
| Home Town Community Credit Union | Smithfield | 2,536 | 1,687 | 859 |
| Klann Employees Credit Union, Incorporated | Waynesboro | 112 | 49 | 62 |
| Life Line Credit Union, Inc. | Richmond | 9,752 | 9,206 | 542 |
| Loudoun Credit Union | Leesburg | 24,589 | 21,314 | 3,016 |
| Martinsville Du Pont Employees Credit Union, | Martinsville | 261,639 | 226,413 | 34,937 |
| Incorporated Martinsville Postal Credit Union, Incorporated | Martinsville | 517 | 453 | 65 |
| membersTrust Credit Union | Virginia Beach | 50,614 | 43,689 | 5,488 |
| N.C.S.E. Credit Union, Inc. | Lovingston | 933 | 756 | 177 |
| Nabisco Employees Credit Union | Richmond | 7,481 | 5,037 | 2,433 |
| Newport News Municipal Employees Credit Union, Incorporated | Newport News | 38,467 | 34,619 | 3,687 |

Selected Data for Virginia State-Chartered Credit Unions As of December 31, 2009

| Credit Union Name | Principal Location | Assets (\$000) | Deposits (\$000) | Equity (\$000) |
|---|-----------------------|-----------------------|------------------|-----------------------|
| Newport News Shipbuilding Employee's Credit Union, | Newport News | 1,120,985 | 934,451 | 131,909 |
| Inc. d/b/a Bayport Credit Union Norfolk Southern Employees' Credit Union, | Chesapeake | 2,215 | 1,861 | 352 |
| Incorporated Norfolk, Va., Postal Credit Union, Incorporated | Norfolk | 6,841 | 5,855 | 966 |
| Northern Star Credit Union, Incorporated | Portsmouth | 90,481 | 74,430 | 9,544 |
| Old Dominion University Credit Union, Inc. | Norfolk | 21,441 | 19,292 | 2,080 |
| P.W.C. Employees Credit Union | Woodbridge | 38,267 | 33,220 | 4,822 |
| Petersburg Federal Reformatory Credit Union, | Petersburg | 2,058 | 1,386 | 672 |
| Incorporated PFD Firefighters Credit Union, Incorporated | Portsmouth | 21,217 | 19,385 | 1,723 |
| Piedmont Credit Union | Danville | 40,762 | 37,127 | 3,495 |
| Portsmouth Police Credit Union, Incorporated | Portsmouth | 1,522 | 1,196 | 323 |
| Prime Care Credit Union, Incorporated | Norfolk | 14,034 | 12,201 | 1,759 |
| Richmond Fire Department Credit Union, Incorporated | Richmond | 15,410 | 13,538 | 1,740 |
| Richmond Police Department Credit Union, Incorporated | Richmond | 5,349 | 4,540 | 806 |
| Richmond Postal Credit Union Incorporated, The | Richmond | 84,621 | 75,032 | 9,915 |
| Riverside Health System Employees' Credit Union, | Newport News | 7,239 | 5,888 | 1,265 |
| Incorporated Spruance Cellophane Credit Union | Richmond | 5,691 | 4,936 | 749 |
| University of Virginia Community Credit Union, Inc. | Charlottesville | 455,665 | 401,648 | 50,364 |
| Valley Industrial Credit Union | Waynesboro | 6,194 | 5,481 | 707 |
| Virginia Credit Union, Inc. | Richmond | 1,941,835 | 1,752,660 | 149,316 |
| Virginia Educators' Credit Union | Newport News | 46,711 | 40,507 | 5,976 |
| Virginia Gas, Credit Union, Incorporated | Staunton | 3,311 | 2,786 | 468 |
| Virginia United Methodist Credit Union, Inc. | Richmond | 19,394 | 18,041 | 1,321 |
| Waynesboro Employees Credit Union, Inc. | Waynesboro | 3,889 | 3,366 | 511 |
| WECCU Credit Union | Covington | 61,643 | 53,452 | 7,805 |

CONSOLIDATED DATA OF LICENSED PAYDAY LENDERS 1

| | <u>2009</u> | <u>2008</u> | <u>2007</u> | <u>2006</u> |
|--|---------------|-----------------|-----------------|-----------------|
| Total number of payday lender licensees operating types and | 46 | 69 | 84 | 84 |
| at year endTotal number of locations operated by payday lender licensees at year end | 473 | 769 | 832 | 791 |
| 3. Total number of payday loans made | 437,766 | 3,378,047 | 3,537,395 | 3,593,401 |
| 4. Total dollar amount of payday loans made | \$166,208,941 | \$1,327,345,367 | \$1,357,007,451 | \$1,311,902,855 |
| 5. Average loan amount | \$380 | \$340 | \$342 | \$365 |
| 6. Total number of individuals to whom payday loans | 167,598 | 437,025 | 449,860 | 433,537 |
| were made 7. Number of individual borrowers who received more than | 121,838 | 309,951 | 304,061 | 289,767 |
| one loan but less than 13 loans 8. Number of individual borrowers who received 13 loans | 17,020 | 90,155 | 94,530 | 96,831 |
| or more 9. Average number of loans per borrower | 2.6 | 7.7 | 7.9 | 8.3 |
| 10. Range of annual percentage rates charged on payday loans | $0-857^2$ | $0 - 782^2$ | $0 - 782^2$ | $0 - 782^2$ |
| 11. Average annual percentage rate charged on payday loans | 268 | 363 | 359 | 378 |
| 12. Range of number of days of the term of payday loans made | 14-214 | 7-62 | 7-65 | 7-62 |
| 13. Average term in days of payday loans made | 31 | 16 | 16 | 15 |
| 14. Total number of borrower checks returned unpaid by the | 66,940 | 176,632 | 168,075 | 153,882 |
| drawer depository institution 15. Total dollar amount of borrower checks returned unpaid by the drawer depository institution | \$36,684,170 | \$74,567,490 | \$69,440,282 | \$62,153,570 |
| the drawer depository institution 16. Total number of returned checks ultimately paid | 39,872 | 76,724 | 71,129 | 86,459 |
| 17. Total dollar amount of returned checks ultimately paid | \$10,102,404 | \$26,957,527 | \$29,710,385 | \$32,174,066 |
| 18. Total number of returned checks charged off as | 66,207 | 104,832 | 82,291 | 71,038 |
| uncollectible 19. Total dollar amount of returned checks charged off as uncollectible | \$36,922,012 | \$42,487,127 | \$33,340,379 | \$27,691,870 |
| 20. Total number of returned check fees collected from | 32,070 | 52,625 | 54,403 | 61,050 |
| borrowers whose checks are returned for insufficient funds 21. Total dollar amount of returned check fees collected from | \$292,452 | \$230,385 | \$228,718 | \$268,270 |
| borrowers whose checks are returned for insufficient funds 22. Total number of individual borrowers against whom | 4,305 | 11,717 | 11,790 | 12,486 |
| lawsuits were instituted 23. Total dollar amount of loans sought to be recovered through lawsuits | \$1,941,759 | \$4,809,054 | \$4,799,551 | \$5,103,644 |

¹ Information compiled from annual reports filed with the Bureau of Financial Institutions by licensed payday lenders. Consolidated data does not reflect activities of licensees who were not operational at the end of each calendar year. 2 Some payday lenders offered promotional rates to first time customers.

CONSUMER FINANCE COMPANIES AS OF DECEMBER 31, 2009

| | | Number | | Consumer |
|-----|---|---------------|------------------|-----------------------|
| | Company Name | of Offices | Total Assets* | Finance Net Income |
| 1. | American General Financial Services of America, Inc. | 59 | \$ 1,446,269,575 | \$ 6,339,889 |
| 2. | Atlantic Discount Corp. d/b/a Atlantic Financial Services | 1 | 16,646,164 | 56,932 |
| 3. | Bynum Finance Corporation | 1 | 466,716 | (64,071) |
| 4. | CitiFinancial Services, Inc. | 63 | 437,456,000 | 10,542,463 |
| 5. | Commonwealth Finance, LLC | 2 | 3,001,629 | (86,276) |
| 6. | Franklin Finance Company, Incorporated | 1 | 1,387,680 | 92,038 |
| 7. | Knight Finance Company | 1 | 1,397,300 | (83,802) |
| 8. | Lendmark Financial Services, Inc. | 5 | 867,772,051 | 1,013,627 |
| 9. | Mariner Finance of Virginia, LLC | 4 | 4,220,597 | 162,915 |
| 10. | Omni Financial of Virginia, Inc. | 3 | 6,459,958 | 462,078 |
| 11. | Parks Finance Service, Inc. | 2 | 5,423,847 | (32,910) |
| 12. | Rocuda Finance Co. | 1 | 621,025 | (59,962) |
| 13. | Southern Finance Corp. | 1 | 950,770 | 27,246 |
| 14. | Sussex Finance & Loan Corporation | 1 | 217,042 | (11,984) |
| 15. | Virginia Auto Loans, Inc. | 5 | 318,288 | (1,514) |
| 16. | Virginia Finance, LLC | 1 | 373,623 | 44,559 |
| | TOTAL | 151 | \$ 2,792,982,265 | \$ 18,401,228 |

^{*} Total assets of all businesses conducted by the licensee (including outside of Virginia, if applicable) as of fiscal year end 2009.